

OPASCA reports at balance sheet press conference of Bürgschaftsbank BaWü

Supporting the healthcare industry in the fight against the pandemic

Mannheim, Feb. 22, 2021: Representing the companies supported by Bürgschaftsbank and Mittelständische Beteiligungsgesellschaft (MBG) Baden-Württemberg, Dr. Alexej Swerdlow, CEO of Mannheim-based OPASCA GmbH, and Michael Zeyer, managing partner of Stuttgart-based ZEDO GmbH, attended the annual press conference of Bürgschaftsbank and Mittelständische Beteiligungsgesellschaft (MBG) Baden-Württemberg on February 22, 2021. After presenting the key figures for the 2020 financial year, the state's Minister for Economic Affairs, Labor and Housing, Dr. Nicole Hoffmeister-Kraut, emphasized the importance of support programs for the Baden-Württemberg economy, especially in the pandemic crisis. Finally, the two entrepreneurs reported on their experiences and the economic impact of the Corona pandemic.

Broad impact of lockdown on health care as well

As an expert and provider of digital health solutions, OPASCA felt the effects of the nationwide lockdown in clinics, hospitals and doctors' offices in particular. Numerous projects had to be postponed due to changes in purchasing priorities, investment freezes, and visitor regulations, and as a result, planned revenues were also delayed. In this situation, which was unprecedented in the entire history of the company, the importance of a reliable financing partner took on a further important significance. MBG and Bürgschaftsbank have already been working with OPASCA since 2016, accompanying the continuous growth of the startup, founded in 2011, into what is now an internationally active SME with over 60 employees. However, the partnership is not limited to financing, as OPASCA also benefits greatly from the accompanying support and advice, especially in strategic aspects of corporate development and in expanding its own network.

"We are very happy about the long cooperation with Bürgschaftsbank and MBG, which has already opened many doors for us. The support and the pragmatic Corona assistance last year were also an important building block for us in mitigating the pandemic-related planning uncertainty," says Dr. Alexej Swerdlow, CEO of OPASCA GmbH, thanking the MBG and Bürgschaftsbank respectfully as "sparring partners at eye level".

Regardless of the pandemic-related restrictions, the Baden-Württemberg company can make an active contribution to the fight against the pandemic through its innovative strength and expertise.

National and international support in the fight against the pandemic through digitization

OPASCA has been dedicated to patient-centric digitization in healthcare since its founding in 2011. Already during the first lockdown starting in March 2020, the company took measures to enable its proprietary IT solutions for efficient and safe patient management to be used in Corona testing and vaccination centers as well.

"Especially in pandemic times, digitization and automation are key to efficient and safe healthcare processes," said Dr. Alexei Swerdlow, CEO of OPASCA.

The digital OPASCA solutions not only help reduce face-to-face contacts between patients and healthcare professionals and provide immediate traceability of potential infection contacts within seconds. They also enable end-to-end logistics in Corona centers, from online appointment scheduling to contactless on-site registration and digital education to automated discharge after vaccination. In this way, the activities of the specialist staff can be concentrated on the essentials, the relevant information can be made available to the patients in an automated manner, and several hundred processes - with targeted support from artificial intelligence - can be controlled in parallel.

In the meantime, several Corona test and vaccination centers in Germany and abroad have been equipped with OPASCA.

Collaboration with partners to optimize vaccination logistics

With increasing vaccination volumes, the challenges for vaccine logistics are now also increasing. Together with the software group SAP, OPASCA has developed a fully integrated end-to-end solution as part of the international Vaccine Collaboration Hub to support logistics planning upfront to patient workflow management and on-site vaccine delivery at vaccination centers. The unique integrated solution maps the entire supply process of a country's external and internal immunization logistics. The data generated in the process is available to the responsible parties in real time, both per vaccination center and at the country level, enabling optimized and precise control of the entire vaccine logistics. Centers can thus react flexibly to peak times in order to achieve the planned daily throughput without overtime. At the same time, patient waiting times and length of stay are reduced to a minimum. Logistics partners receive real-time information, based on business intelligence, on the number of vaccine doses required at each destination. **This increases the throughput of vaccinees per center by a**

factor of five. This not only significantly reduces direct and indirect costs of the vaccination process and relieves the burden on care structures, but also accelerates vaccine delivery.

About OPASCA

As a medical technology company with more than ten years of experience in digitization and ensuring highly efficient and secure processes in clinics, hospitals and doctors' practices, OPASCA offers digital solutions to meet the challenges of future-proof, patient-centric healthcare. The company, headquartered in the Mannheim Technology Park, has successfully digitized clinical facilities in more than 140 projects and in over 20 countries. OPASCA is also involved in underdeveloped countries and, for example, is supporting the establishment of a nationwide sustainable care structure for cancer patients in Uzbekistan, Central Asia, in close cooperation with the German government, the German Society for International Cooperation (GIZ) and an interdisciplinary partner network. In Germany, six out of ten top clinics in the Focus Clinic List 2021 already rely on the expertise of the digital health specialist.

More informationen: www.opasca.com

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